

Message Text

LIMITED OFFICIAL USE

PAGE 01 PARIS 37553 211049Z
ACTION EB-07

INFO OCT-01 EUR-12 IO-13 ISO-00 CAB-02 CIAE-00 COME-00
DODE-00 DOTE-00 INR-07 NSAE-00 CIEP-01 FAA-00 L-03
H-01 SS-15 NSC-05 /067 W
----- 078504 /16

R 211058Z DEC 76
FM AMEMBASSY PARIS
TO SECSTATE WASHDC 8130
INFO AMEMBASSY BONN
AMEMBASSY THE HAGUE
AMEMBASSY LONDON
AMEMBASSY MADRID
AMEMBASSY ROME
AMEMBASSY BRUSSELS
USMISSION EC BRUSSELS
USMISSION GENEVA
AMCONSUL BORDEAUX

LIMITED OFFICIAL USE PARIS 37553

E.O. LL652 NA
TAGS: EAIR, EIND, FR, US
SUBJECT: CIVAIR: THE ASMR (EX-MECURE 200) PROJECT

1. DASSAULT REP CONCERNED WITH ASMR (EX-MERCURE 200)
PROJECT HAS GIVEN US READING ON WHERE THINGS NOW
STAND. HE HAS ACCOMPANIED TEAMS THAT HAVE BEEN
FOLLOWING UP WITH INTERNATIONAL CARRIERS TO DETERMINE
MARKET POTENTIAL FOR ASMR, THOUGH HE STRESSED THAT
HE WAS ALONG ONLY AS "OBSERVER" SINCE TEAMS ARE
COMPRISED ALMOST EXCLUSIVELY OF MCDONNELL DOUGLAS REPS.
HE ADDED CANDIDLY THAT HE HAD BEEN INSTRUCTED KEEP
A SHARP EYE ON THE DOUGLAS REPS, SINCE FRENCH SUSPECT
THAT DOUBLAS REPS ARE SEEKING PROFIT FROM VISITS
TO CARRIERS IN ORDER TRY SELL DC-9'S AND DC-10'S AS
LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 PARIS 37553 211049Z

MUCH AS TO DRUM UP INTEREST IN ASMR.

2. SOURCE CONTENTED THAT THUS FAR RESULTS OF TEAM
VISITS HAD BEEN FAIRLY ENCOURAGING. LUFTHANSA, FOR
EXAMPLE, HAD INDICATED THAT IT MIGHT BE IN THE MARKET
FOR AS MANY AS 25 ASMR'S AND AS MANY OF A SMALLER

CAPACITY VERSION WHICH THUS FAR IS CALLED THE MERCURE 194. (IT WOULD RETAIN THE MERCURE 100 BASIC FUSELAGE BUT WOULD HAVE THE ASMR WING, ENGINES AND LANDING GEAR.) AIR FRANCE INDICATED THAT IT TOO MIGHT REQUIRE 25 AIRCRAFT OF EACH OF THE ABOVE VERSIONS.

3. AFTER THIS INITIAL CANVASSING OF CARRIERS, DASSAULT, DOUGLAS AND SNIAS WOULD GE TOGETHER IN JANUARY AND DECIDE ON FINAL SPECIFICATIONS FOR THE PROPOSED AIRCRAFT, AFTER WHICH THERE WOULD BE ANOTHER CANVASSING OF CARRIERS IN AN EFFORT TO OBTAIN FIRM ADVANCE ORDERS. SOURCE SAID THAT IT WAS AGREED ASMR PROJECT WOULD GO FORWARD IF ADVANCE ORDERS WERE RECEIVED FROM ONE MAJOR US CARRIER AND ONE EUROPEAN CARRIER, WITHOUT REFERENCE TO ANY MINIMUM NUMBER OF ADVANCE ORDERS. IF THE PROJECT WAS TO GO FORWARD, FINAL AGREEMENT WAS EXPECTED TO BE REACHED AMONG THE CONSTRUCTORS (AND THE GOF) BY JUNE AND PRODUCTION WOULD BEGIN IN SEPTEMBER 1977.

4. SOURCE SAID IT WAS EVIDENT THAT TOP MANAGEMENT AT MCDONNELL DOUGLAS HEADQUARTERS WAS MORE FAVORABLY DISPOSED TOWARD ASMR PROJECT THAN WAS DOUGLAS AIRCRAFT BRANCH. REASON, HE SAID, WAS MCDONNELL DOUGLAS INTEREST IN DEVELOPING FUTURE COOPERATION WITH THE FRENCH, IN BOTH THE CIVIL AND MILITARY SECTOR, AFTER THE ASMR PROJECT. WHILE ADMITTING THAT ASMR WOULD BE THORN IN BOEING'S SIDE, SOURCE THOUGHT THAT MAIN ATTRACTION OF ASMR FOR MCDONNELL DOUGLAS WAS THAT LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 03 PARIS 37553 211049Z

MOST OF THE FUNDING WOULD COME FROM THE FRENCH SIDE. WHEN WE MENTIONED RECENT NATIONAL ASSEMBLY REPORT INDICATING ASMR PROJECT WOULD MEAN HEAVY DRAIN ON THE FRENCH BUDGET AND THUS THE FRENCH TAXPAYER, SOURCE ADMITTED RUEFULLY THAT THIS WOULD PROBABLY BE THE CASE. RUSH.

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: CIVIL AVIATION, PROGRAMS (PROJECTS), BRIEFINGS, PROGRESS REPORTS
Control Number: n/a
Copy: SINGLE
Draft Date: 21 DEC 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: ElyME
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976PARIS37553
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760468-0023
From: PARIS
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19761224/aaaaaurc.tel
Line Count: 103
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EB
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: ElyME
Review Comment: n/a
Review Content Flags:
Review Date: 06 APR 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <06 APR 2004 by ShawDG>; APPROVED <06 AUG 2004 by ElyME>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: CIVAIR: THE ASMR (EX-MECURE 200) PROJECT
TAGS: EAIR, EIND, FR, US
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006